

## Message Text

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44

ACTION A-01

INFO OCT-01 NEA-10 ISO-00 EB-07 SSO-00 /019 W

----- 118962

P 211205Z SEP 76

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC PRIORITY 9200

LIMITED OFFICIAL USE TEHRAN 9521

EO 11652: NA

TAGS: BTRA, IR

SUB: APPOINTMENTS FOR REPRESENTATIVES OF SOUTHWIRE COMPANY

REF: TEHRAN 9306 AND PREVIOUS

1. MESSRS. COFER AND DREYER OF SOUTHWIRE AND MITSUI REP SHINODA MET WITH VICE MINISTER OF INDUSTRIES AND MINES SHAFARI ON SEPTEMBER 21. THEY WERE ACCOMPANIED ON APPOINTMENT, WHICH HAD BEEN ARRANGED BY EMBASSY, BY COMMERCIAL ATTACHE AND EMBASSY SENIOR COMMERCIAL ADVISOR/TRANSLATOR. THE MEETING APPEARED TO GO WELL AND PARTICIPANTS LEFT WITH STRONG IMPRESSION THAT SOUTHWIRE WOULD BE AWARDED CONTRACT.

2. DURING DISCUSSION EMBOFF NOTED LONG STANDING U.S.G. AND EMBASSY INTEREST IN OUTCOME OF PROJECT DECISION AND REITERATED OUR UNDERSTANDING THAT BOTH BIDS NOW IN CONTENTION WERE TECHNICALLY EQUIVALENT BUT THAT U.S./JAPANESE BID WAS SUBSTANTIALLY LOWER. LATTER REPS OFFERED SUPPLY ANY ADDITIONAL INFORMATION ON ANY PHASE OF THEIR BID AND NOTED THAT FIXED PRICE QUOTATION WOULD EXPIRE AT END OF SEPTEMBER HAVING BEEN IN EFFECT FOR ONE YEAR.

3. SHAFARI ASSERTED HIS BELIEF THAT DECISION WOULD NOT BE ANNOUNCED UNTIL SOMETIME AFTER THAT DATE BECAUSE OF ABSENCE OF KEY GOI OFFICIAL AND NEED TO EXAMINE FINANCIAL CONSIDERATIONS OF PROJECT IN CONTEXT OTHER MAJOR OUTLAYS BY G.O.I. HE INTIMATED, HOWEVER, THAT DECISION HAD ALREADY BEEN MADE IN FAVOR OF U.S./JAPANESE PROPOSAL BUT THAT OFFICIAL ANNOUNCEMENT WAS BEING POSTPONED DUE ABOVE CONSIDERATIONS.

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4. EMBOFF BELIEVES PROBABILITY HIGH THAT U.S/JAPANESE CONSORTIUM WILL GAIN AWARD BUT CAUTIONED COFER AND DREYER THAT THIS WAS BY NO MEANS CERTAIN. AT THIS POINT, EMBASSY AND SOUTHWIRE IN AGREEMENT THAT WE CAN DO NOTHING FURTHER AT THIS POINT EXCEPT CONTINUE TO FOLLOW PROGRESS OF CASE.

5. ACTION REQUESTED: PLEASE PASS ABOVE INFORMATION TO OFFICES OF SENATORS NUNN AND TALMADGE AND CONGRESSMAN FLYNT, ALL OF WHOM HAVE EXPRESSED INTEREST IN CASE.  
HELMS.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 SEP 1976  
**Decaption Date:** 01 JAN 1960  
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**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** SmithRJ  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Reference:** 76 TEHRAN 9306  
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**Review Authority:** SmithRJ  
**Review Comment:** n/a  
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